

Message Text

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ORIGIN AGRE-00

INFO OCT-01 ARA-14 EUR-12 IO-14 ISO-00 SIG-03 CIAE-00
INR-10 NSAE-00 PA-02 ICA-20 SP-02 AID-05 EB-08
COME-00 TRSE-00 OMB-01 H-02 STR-07 /101 R

DRAFTED BY AGRIC/FAS/O AND P:JFLANKFORD
APPROVED BY :B/OF/FPD: ABOYLE
AGRIC/FAS/DAA/FMD:JDMINYARD
GRIC/FAS/AO:REULER
AGRIC/FAS/MSD:ERBEVIS
UR/EE:GBOUTIN

-----119484 260645Z /15

R 252152Z MAY 78
FM SECSTATE WASHDC
TO AMEMBASSY BUCHAREST
AMEMBASSY BUDAPEST
AMEMBASSY PRAGUE
AMEMBASSY SOFIA
INFO AMEMBASSY VIENNA
AMEMBASSY ATHENS
AMEMBASSY BRASILIA
USMISSION GENEVA

UNCLAS STATE 133828

E.O. 11652: N/A

TAGS: EAGR

SUBJECT: PRESS RELEASE ON FINDINGS AND RECOMMENDATIONS OF
NSPA SOYBEAN MEAL EXPORT DEVELOPMENT COMMITTEE

1. ON MAY 19 THE NATIONAL SOYBEAN PROCESSORS ASSOCIATION
(NSPA) ISSUED FOLLOWING PRESS RELEASE ON FINDINGS AND
RECOMMENDATIONS OF ASSOCIATION'S SOYBEAN MEAL EXPORT
DEVELOPMENT COMMITTEE. THIS COMMITTEE VISITED ENGLAND,
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FRANCE, BELGIUM, AND AUSTRIA, MAY 7-12, 1978.
CONSULTATIONS WERE HELD WITH MAJOR WEST AND EAST EUROPEAN
IMPORTERS AND END-USERS OF U.S. SOYBEAN MEAL.

2. BEGIN QUOTE. SOYBEAN PROCESSORS RECOMMEND ACTION ON
BRAZILIAN SUBSIDIES, WASHINGTON, D.C., MAY 19, 1978

THE NSPA ANNOUNCED TODAY THAT IT HAS ASKED THE AMERICAN SOY-BEAN ASSOCIATION TO JOIN IN THE ESTABLISHMENT OF A SPECIAL BRAZILIAN TRADE POLICY COMMITTEE. THIS COMMITTEE WILL EXAMINE CAREFULLY THE EFFECT OF BRAZILIAN EXPORT SUBSIDY POLICIES ON THE IMPORTATION OF AMERICAN-ORIGIN SOYBEAN MEAL INTO THE EUROPEAN MARKET.

THE SPECIAL COMMITTEE WILL MAKE RECOMMENDATIONS FOR CERTIFIED ACTION BY THE U.S. CONGRESS, THE PRESIDENT'S SPECIAL TRADE REPRESENTATIVE, AND THE SECRETARIES OF AGRICULTURE, STATE AND THE TREASURY, TO WORK TOWARD AN EARLY ELIMINATION OR REDUCTION OF BRAZIL'S EXPORT SUBSIDIES. THE ADVERSE EFFECT OF THESE SUBSIDIES ON U.S. MARKETS FOR SOYBEAN MEAL IN EUROPE AND AROUND THE WORLD HAS BEEN A SOURCE OF MAJOR CONCERN TO AMERICAN SOYBEAN GROWERS AND PROCESSORS ALIKE.

NSPA WILL NAME ITS REPRESENTATIVES TO THE SPECIAL BRAZILIAN TRADE POLICY COMMITTEE FROM AMONG MEMBERS OF THE NSPA BOARD OF DIRECTORS. IT WILL ALSO INCLUDE JULIAN B. HERON, ESQ., OF POPE BALLARD AND LOOS (WASHINGTON, D.C.), NSPA'S SPECIAL COUNSEL ON TRADE MATTERS, AND SHELDON J. HAUCK, PRESIDENT OF NSPA.

THE RECOMMENDATION FOR SPECIAL STUDY AND ACTION ON BRAZILIAN SUBSIDIES CAME AS ONE RESULT OF THE NSPA MEAL EXPORT UNCLASSIFIED

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DEVELOPMENT COMMITTEE'S SIX-DAY TRIP OF CONSULTATIONS WITH MAJOR WESTERN AND EASTERN EUROPEAN IMPORTERS AND END USERS OF U.S. SOYBEAN MEAL. THE NSPA EXPORT DEVELOPMENT TEAM VISITED LONDON, PARIS, BRUSSELS AND VIENNA FROM MAY 7 TO 12.

IN ITS STATEMENT UPON RETURNING, THE COMMITTEE SAID THAT IT WAS THE STRONG VIEW OF SEVERAL MEMBERS OF THE TEAM THAT THE PRINCIPAL REASON FOR THE EROSION OF THE U.S. SHARE OF THE EUROPEAN MEAL MARKET HAS BEEN THE IMPORTATION OF SUBSIDIZED MEAL FROM BRAZIL. WHEN THE TEAM REPORTED TO THE NSPA BOARD OF DIRECTORS IN CHICAGO ON MAY 16, IT RECOMMENDED THE FORMATION OF THE SPECIAL COMMITTEE ON BRAZILIAN SUBSIDIES.

THE COMMITTEE OBSERVED ABOUT THE EUROPEAN TRIP THAT IN OUR VIEW THE MEETINGS WERE EXTREMELY SUCCESSFUL IN ESTABLISHING A DIALOGUE BETWEEN SENIOR MANAGEMENT OFFICERS OF NSPA MEMBER FIRMS AND OUR VALUED EUROPEAN BUYERS. IT ADDED: WE ALSO MET WITH LEADERS FROM EUROPE'S GAFTA (GRAIN AND FEED TRADE ASSOCIATION) AND FEFAC (EUROPEAN FEED COMPOUNDERS) TO ELICIT THEIR VIEWS. WE HAD GOOD AND FRANK DISCUSSIONS IN EACH CITY WE VISITED. ACCOMPANYING THE NSPA

TEAM AS OBSERVERS WERE KENNETH BADER, AMERICAN SOYBEAN ASSOCIATION'S CHIEF EXECUTIVE OFFICER, AND JAMES LANKFORD OF USDA'S FOREIGN AGRICULTURAL SERVICE.

THE NSPA MEAL EXPORT DEVELOPMENT COMMITTEE NOTED THAT IT WILL MEET IN CHICAGO EARLY IN JUNE WITH NON-NSPA U.S. EXPORTERS TO SHARE WITH THEM THE FINDINGS OF THE EUROPEAN

TOUR AND TO SOLICIT THEIR SUPPORT IN THE CONTINUING EFFORT TO EXPAND U.S. MEAL MARKETS ABROAD.

ANOTHER OF THE COMMITTEE'S RECOMMENDATIONS FOR ACTION, WHICH THE NSPA BOARD OF DIRECTORS APPROVED, IS THE SELECTION OF A SPECIAL TEAM OF SOYBEAN PROCESSOR REPRESENTA-
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TIVES WHO WILL PERSONALLY INSPECT U.S. GULF PORTS AND SEVERAL MAJOR EUROPEAN PORT FACILITIES IN LATE JUNE. CONSISTING OF SENIOR MANAGEMENT LEADERS FROM THE NSPA BOARD AND TECHNICAL SPECIALISTS IN THE INDUSTRY, THE PORT REVIEW GROUP WILL EXAMINE FIRST-HAND THE SAMPLING AND INSPECTION PROCEDURES, AS WELL AS THE LOADING AND UNLOADING METHODS, BEING UTILIZED IN SOYBEAN MEAL TRANSPORT. END QUOTE. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PRESS RELEASES, SOYBEANS
Control Number: n/a
Copy: SINGLE
Draft Date: 25 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE133828
Document Source: CORE
Document Unique ID: 00
Drafter: JFLANKFORD
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780222-0544
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780517/aaaaaome.tel
Line Count: 144
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 30793096-c288-dd11-92da-001cc4696bcc
Office: ORIGIN AGRE
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2562389
Secure: OPEN
Status: NATIVE
Subject: PRESS RELEASE ON FINDINGS AND RECOMMENDATIONS OF NSPA SOYBEAN MEAL EXPORT DEVELOPMENT COMMITTEE
TAGS: EAGR, NSPA
To: BUCHAREST BUDAPEST MULTIPLE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/30793096-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014